

## SES appoints new enterprise sales leader & creates dedicated team to serve tech sector

**New dedicated sales organization will focus on tailoring solutions and services for clients in the technology sector leveraging SES's expertise in enterprise security**

UNIONTOWN, OHIO – Securitas Electronic Security, Inc. (SES) is increasing leadership and organizational support for serving the technology sector. Today, this ever-growing market now encompasses diverse organizations with unique environments such as data centers, R&D sites, logistics & distribution facilities, fulfillment centers, corporate campuses and more. This market's robust new buildouts require experience and knowledge working not only with enterprise level technology and solutions, but also with construction and building management environments, both of which are key competencies of SES.

Expanding SES's presence in the tech sector is a key strategic focus. A new sales organization dedicated to the technology and infrastructure space is led by Ron Posner, recently named SES Vice President Technology & Infrastructure Enterprise Sales. Ron's expanded team focuses on providing specialization in integrated enterprise security technology and expertise in solutions planning and standardization for large multi-site national and global technology clients.

SES has long been recognized as an award-winning systems integrator with expertise in large-scale and sophisticated enterprise security projects. The security needs of the technology market align with SES's proven track record of success and growing clientele in the tech sector. The newly dedicated team brings highly skilled professionals to focus solely on this growing market. Additionally, clients' robust requirements will benefit from the standards and processes of the SES Engineering Center of Excellence (CoE). The CoE's programmatic approach supported by expertise in design and engineering offers a specialized solution to meet the unique needs of technology clients.

Ron brings over 30+ years of experience in the electronic security and enterprise integration space, holding several senior sales leadership roles for national security integrators. He is a creative, results-oriented and innovative leader focused on continually improving people, processes and the client experience. Ron reports to Nelson Barreto, Senior Vice President, Enterprise Sales.

"Appointing Ron to lead our dedicated technology and infrastructure team furthers our skills and competencies in serving this specialized market," says Nelson Barreto, SVP Enterprise Sales, Securitas Electronic Security, "We look forward to leading the industry in serving technology clients."



### **About Securitas Electronic Security, Inc.**

A division of Securitas, Securitas Electronic Security, Inc. (SES) is one of the leading commercial alarm monitoring and systems integration security companies in North America. As a leader in electronic security, SES offers a full portfolio of intrusion, fire, video, access and integrated systems, leveraging centralized processes and a programmatic approach to ensure operational excellence across the five customer touchpoints: account management, installation, service repair, alarm monitoring and billing. Specialized in serving business clients, including local, regional, national and global companies, SES has a network of UL, ULC, UL2050 and TMA Five Diamond certified monitoring centers providing a comprehensive array of services coast-to-coast. Visit Securitas Electronic Security at [www.securitases.com](http://www.securitases.com) to learn more.

### **About Securitas**

Securitas is the world's leading intelligent protective services partner. Our guarding, electronic security, fire and safety, and risk management solutions enable more than 150,000 clients to see a different world. We are present in 48 markets and our innovative, data-driven approach makes us a trusted partner to many of the world's best-known companies. Our 355,000 employees live our values of integrity, vigilance and helpfulness, and our purpose is to help make your world a safer place.

### **Contact**

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